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FOREIGN FRUIT GROWERS' TRADE

Received

A Buyer's Guide OF Dependable Stock

FOR FLORISTS AND NURSEYMEN
WHO WANT BETTER RESULTS



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U. S. Department of Agriculture

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USUAL TERMS

Cash with Order. Good packing free. Prompt and careful attention to all orders.

NEW BRUNSWICK NURSERIES

ROSE SPECIALISTS

with a "growing reputation."



FRED D. OSMAN, PROPRIETOR.

Lincoln Highway, south of New Brunswick, N. J.

Roses for the Garden and Forcing

From those who buy roses to sell again, we have collected experiences that we think are worth passing along to others.

Some are becoming discouraged with roses for a number of reasons:

1. Their losses in storage reduce profits.
2. Complaints from customers take the joy out of life.
3. When forced as pot plants they blind or fail to grow.

All these are substantial reasons for discouragement and are apt to occur with those who are most successful with other plants.

Such discouragements are influencing many to take up other items in place of roses. The public demand roses in greater numbers each year which means that fewer growers will handle larger quantities to satisfy these demands.

Those growers who handle roses successfully year after year recognize and pay close attention to the following points:

1. **Fall Planting of Roses** in the garden is being accepted and practised by more and more amateurs every year.

They are influenced by the experience of others, by education through Rose articles in magazines and by Nurserymen who want and go after more Fall business. Proper winter protection is essential.

2. **Roses fresh dug in Fall**, properly ripened, carefully handled after digging, carefully packed and shipped in October and November give the careful buyer an opportunity of planting promptly in the gardens of his customers, all he can sell by proper sales arguments, or of successfully burying in trenches for winter, or storing temporarily until potting and then plunging in frames well drained and covering with dirt, strawy manure and other protection until needed.

3. **The most damage** happens to roses after digging and during storage and very often does not become apparent until Spring.

Roses do not properly ripen in the East until a good hard frost has hit the leaves and loosens them so they drop. If dug before this time they are apt to shrivel or spoil in storage. Roses dug in the field and allowed to lay with roots exposed or carried to the sheds without covering, suffer from exposure to the drying winds and have their vitality lessened even before they are "heeled in" in storage. Here they are under artificial conditions and even under the best conditions of ventilation, even temperature and moisture cannot retain their vitality as perfectly as when buried in trenches, roots and branches, under the ground.

4. **Burying Roses in trenches** is the ideal method of storing through winter. Shallow trenches with about a foot of dirt over the bushes in bundles of five or ten and lots of straw or leaves on top of the dirt.

5. **Plant Growers who force roses** in pots sometimes complain of blind wood or few flowers. Most varieties of Hybrid Perpetuals, Teas and Climbers are forced too fast and the best results are not always obtained.

Eight to ten weeks potted and kept cold gives greater assurance of the best results. Baroness Rothschild, Gen. Jack, Geo. Dickson, Eugene Furst, Fisher Holmes, Mrs. R. G. S. Crawford, Ulrich Brunner and in the Climbers, Dorothy Perkins, Excelsa and Hiawatha give excellent results if handled this way.

Eugene Jacquet is a newer variety to be forced and is meeting with popular favor, should be handled with slower forcing. Its bright red flowers of polyantha type, but with a larger bush, seems to make it very desirable.

Souvenir de Claudius Pernet, the new lemon yellow, is also proving popular with the successful Plant Growers. This variety should be potted early, brought on slowly, and the first blooming wood cut off, allowing the second wood to bloom. The distinctive color tops off the quality of your general line and commands a much higher price to pay for your extra trouble.

Gruss an Teplitz, the popular red is a very practical variety to pot up for early Spring Sales, not only for the stores but for outdoor planting. This variety can be potted up with the others and plunged in a cold frame outdoors and allowed to come on naturally.

Most Hybrid Teas (everblooming) varieties do better for Spring Sales when potted and plunged in a cold frame and brought on naturally. Much better results for the customers and a longer selling season through the Spring and Summer is had with Potted Roses and a higher price can usually be obtained.

No. 2 Roses potted as above for Spring Sales make a good showing when in leaf and can be sold at a lower price with a good profit.

No. 2 Roses grown on a year outdoors. A number of the successful Plant Growers are "growing their own." If you have a piece of ground to spare buy some of these No. 2's in the forcing varieties and plant out next Spring or even this Fall to grow on for a year.

The transplanting develops more fibrous roots and you can dig them just when you want them in the Fall, giving them extra culture that will give you an extra quality for forcing. Reserve them now for either Fall or Spring.

Roses

HYBRID PERPETUALS

Heavy Forcing Grade, 8/12 branches,	\$45.00 per 100, \$400 per 1000
Regular Forcing Grade and No. 1,	35.00 per 100, 325 per 1000
No. 2,	22.50 per 100, 200 per 1000

B. Rothschild, silvery pink
 Capt. Christy, blush pink
 Capt. Hayward, red
 Eugene Furst, dark red
 Fisher Holmes, dark red
 Frau K. Druschki, white
 General Jack, red
 George Ahrends, pink
 George Dickson, large dark red

Hugh Dickson, scarlet
 J. B. Clark, large red
 Margaret Dickson, white
 Magna Charta, pink
 Mrs. R. G. S. Crawford, silvery pink
 Mrs. John Laing, rich pink
 Paul Neyron, large red
 Prince Camille de Rohan, red
 Ulrich Brunner, cherry red

Hybrid Teas

No. 1, \$40 per 100, \$375 per 1000

No. 2, 25 per 100, 225 per 1000

Betty, coppery rose
 Chateau de Clos Vougeot, velvety red
 Chateau (improved), dark red upright grower, 45c
 Columbia, rich pink
 Duchess of Wellington, orange yellow
 Etoile de France, dark red
 Francis Scott Key, large red
 General McArthur, scarlet
 George C. Waud, vermillion
 Gruss an Teplitz, red, 35c each
 Grange Colombe, yellow tinted
 H. V. Machin, large dark red
 Jonk. J. L. Mock, large pink
 Killarney Queen, rich pink
 Lady Ashtown, salmon pink
 Lady Hillingdon, deep yellow
 Lady Ursula, silvery pink
 La Tosca, large silvery pink

Laurent Carle, red
 Mme. B. Job, improved Sunburst
 Mme. Butterfly, pink tinted
 Mme. C. Testout, rich pink
 Mme. Ravary, yellow
 Miss Cynthia Forde, rich pink
 Miss Lolita Armour, coral, 50c
 Mrs. A. R. Waddell, saffron yellow
 Mrs. Aaron Ward, Indian yellow
 Mrs. Calvin Coolidge, yellow, 50c
 Mrs. Chas. Russell, dark pink
 Natalie Bottner, creamy white
 Old Gold, orange yellow
 Ophelia, yellow tinted
 Radiance, pink
 Reine Marg't d' Italie, red
 Souv. de Cl. Pernet, lemon yellow, 75c ea.
 Wm. R. Smith, pink tinted
 Willowmere, salmon

Polyanthas or Baby Ramblers

No. 1, \$35 per 100; No. 2, \$20 per 100

Baby Rambler, red
 Edith Cavell, dark red. No. 2 only
 Erna Teschendorf, carmine red
 Greta Kluis, pink, No. 2 only
 Joan d' Arc, white

Mme. Jules Gouchault, vermillion red
 Orleans, deep pink, No. 2 only
 Triomphe de Orleansis, light red,
 No. 2 only
 Yvonne Rabier, good white

Climbing Roses

	Heavy Forcing Grade.	Prices per 100	
		No. 1	No. 2
American Pillar, cherry pink, white eye		\$20.00	\$12.00
Bess Lovett, large red		30.00	15.00
Christine Wright, large pink		30.00	20.00
Cl. American Beauty, large red		25.00	15.00
Cl. Lady Ashtown, salmon pink, everblooming		40.00	25.00
Dorothy Perkins, pink	\$35.00	20.00	10.00
Dr. Van Fleet, blush, large		30.00	18.00
Excelsa, red	35.00	20.00	12.00
Eugene Jacquet, red	50.00	none	none
Empress of China, apple blossom		20.00	none
Flower of Fairfield, red everblooming		25.00	15.00
Gloire de Dijon, peach pink everblooming		40.00	25.00
Heart of Gold, red, white eye, new this year		2.00 each	
Hiawatha, red with white eye, yellow stamens	35.00	20.00	12.00
Mary Wallace, salmon pink, new last year		50.00	30.00
Lady Gay, pink	35.00	20.00	12.00
Paul's Scarlet, red		25.00	18.00
Purity, double white Silver Moon		30.00	15.00
Rosiere, red Tausendschoen		25.00	18.00
Silver Moon, yellow bud, opens white, yellow center		30.00	15.00
Tausendschoen, pink		25.00	15.00
Yellow Rambler		25.00	15.00
Hybrid Rugosa—			
F. J. Grootendorst, everblooming crimson, rugosa foliage		45.00	

Hydranges P. G.

Two year transplants with good roots and well branched.

6/12"	\$10.00 per 100	\$90.00 per 1000
12/18"	15.00 per 100	120.00 per 1000

Three year transplants heavily branched and rooted.

12/18"	\$17.50 per 100	\$150.00 per 1000
18/24"	20.00 per 100	175.00 per 1000
2/3'	22.50 per 100	200.00 per 1000

Barberry Thunbergii

This stock is of exceptional quality—3 year transplants, really specimen stock.

6/12"	\$8.00 per 100	\$60.00 per 1000
12/18"	12.00 per 100	100.00 per 1000
18/24"	15.00 per 100	125.00 per 1000
2/3'	20.00 per 100	175.00 per 1000

Phlox---1 Year Field Grown---Excellent Roots

\$8.00 per 100 \$75.00 per 1000

Antoine Mercier, lilac white eye	Frau Anton Buchner, white
Australia, carmine violet	La Vague, mauve
B. Comte, dark red	L'Esperance, lavender
Baron von Dedem, red	Mme. Paul Dutrie, lilac rose
Champs Elysee, magenta	Mrs. Jenkins, white
Crepuscle, suffused mauve	Rhineland, salmon pink
Eclairer, bright crimson	Rynstrom, rose pink
Europa, white with lilac eye	Thor, salmon pink
Ferd. Cortez, crimson	W. C. Egan, lavender pink
Fred Passy, mauve pink	

Norway Maples—We have a nice block of maples 12-14 feet, 2 inches and up, that we will be very glad to sell reasonably, delivered to your trucks here at our nursery. Call and inspect them.

Wisteria Seedlings, 3-6 inches, \$20.00 per 1000; 6-9 inches, \$40.00 per 1000.

NEW BRUNSWICK NURSERIES

FRED D. OSMAN, Prop.